

## **COVER SUBJECTS — 1989**

January Syndication

Kathy Greig, Leo Burnett Co., Stephen Rutledge, Kraft; Cassandra Reese, Kraft;

Nick Luciano, Seven-Up

February The Pain Game

Bob Merold, director of marketing, Bristol

Myers

March Top Marketing Successes of 1988

April Cat Fight

May Power Plays

Nancy Smith, Young & Rubicam, and

staff.

June Chutes and Ladders — career

advancement

July Where Are the New Brands?

August Media Costs '90

September Burnett's Bite

Willard Hadlock, executive vp, media,

Leo Burnett Co.

October Hot Wheels

George McCabe, group vp, and Jan Thompson, advertising vp, Mazda Motors

of America

Seven Sisters' publishers

Dan Zucchi, Redbook

Charles Townsend, Family Circle

Alan Waxenberg, Good Housekeeping

Robert Mate, Women's Day

Robert Thomas, Ladies' Home Journal Jerry Kaplan, Better Homes and Gardens

John Beni, McCall's, not on cover

November Media's New Seers (Media strategists)

Judy Black, vp and strategic media project manager, Bozell, (inset) Bill White. Nintendo director of advertising

December 1989 Media All-Stars

EE

FF

Letters

#### **ABBREVIATIONS**

ATSI As They See It Last Word BB **Broadcast Beat** OD On the Docket BK Books PB **Print Beat** CC Creative Concepts PCP Point/Counterpoint/Poll DM **Direct Marketing** PRO Pro Files DB

Debut SB Sidebar
Economic Eye SP Sales Promotion
TT Tools of the Trade

**UD** Update



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# ADVERTISING AGENCIES

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A shopper's guide - A guide to the major buying and planning programs currently in the market. Oct. p 61

Media seers — The newest title in some media departments is "media strategist," a position created to bring the departments into their clients' futures. Nov. p 24

# **AGERICY MEDIA AND** ADVERTISER PEOPLE

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Get 'em while they're young — In this debut column, the new tools to train b-to-b people in agencies. May n 66

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Hats off for specialists? — As two more agencies scale down their b-to-b units, the b-to-b specialists may go the way of the abacus in media departments. Sept. p 22

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Cable's teleco tug-of-war — Cable faces challengers much more daunting than broadcast: the regional telephone companies. Feb. p 20 (FF)

ESPN's new game plan — America's baseball crazy, but how crazy? ESPN, with rights to 175 games, is about to find out. Mar. p 26

The lightest touch — Light tv viewers sit at the center of the ongoing debate between cable and broadcast. How do you best reach them? Apr. p 26

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Direct connections — Once the revenue mainstay of cable advertising, direct response ads have taken on a different role. Apr. p 72 (SB)

The cable ad scorecard — A guide to the top 20 agencies in cable by billings — Key to network abbreviations. Apr. p 75

The other upfront — This year more than one quarter of total ad commitments are expected to be made in upfront cable. May p 27

Cable's curve ball — Cable's growing strength in the bidding battle for sports fare could alter the way America gets the score. June p 30

Take my channel, please — There's nothing funny about what's up at Viacom and Time Inc. as both launch new basic comedy networks. July p 6

A radical departure — VH-1 is taking a strong position, and a corresponding risk, as it aligns itself with socio-political causes. Aug. p 30

Cable — Flexed for success — Better programs, better research and better marketing are leading cable sellers to their desired goal: better rates. Aug. p 59

Getting products on pay — Pay cable is not immune to the new media/marketer cross promotions. Showtime, Walt Disney and HBO all have worked out deals that take advantage of the trend. Sept. p 20

The more, the merrier — MTV Network's report of multi-set viewing gives cable an even bigger boost in ratings than it does broadcast. Nov. p 14 A marriage made on tv — Cross promotion is proving ever more popular — and profitable — for broadcast and cable channels. Dec. p 26

Cable's storm warnings — Cable operators are looking to solve "must carry" and other problems before Congress steps in. Dec. p 156

"As They See It" columns on cable:

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Jon Marks — Local focus — Local cable can offer some unique advantages for advertisers. Aug. p 130

# **CREATIVE CONCEPTS**

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When object is no price - Some new

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Picture this — While high-definition to is still in the future for viewers, agencies and producers are using it now. Mar. p 32, Apr. p 8 (TT)

McTargeting — McDonald's omnipresent advertising offers classic examples of finely targeted marketing. Apr. p 28

Think quick — Recent crises in an increasingly sensitized marketplace have put media departments on the alert. May p 24

The great outdoors — Winners of outdoor advertising awards find the medium making inroads into new ad categories. June p 26

If it's in there, it's outrageous — Chiat/Day/Mojo's Effie-winning NY-NEX campaign is classic, both creatively and in terms of its media plan. Aug. p 26

Touch that dial! — Some big-ticket



national advertisers are turning to 900 numbers to create interactive ads. Sept. p 28

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Yuck! Selling the unseemly — Humor is often the best device to promote unseemly subjects. Nov. p 22

## **DIRECT MARKETING**

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A budding success story...—800-Flowers, the national flower-sending service, has started a direct marketing campaign. Feb. p 16

And last year's bouquet — Inc. lists some direct marketing winners among its fastest growing, privately held businesses. Feb. p 16

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And the winners are ... — Listing of first prize of the John Coples Awards. Mar. p 24

Dutch treat — Tulips and tape recorders play starring roles in a Netherlands mailing to attract tourism. Apr. p 24

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Trickle up — Direct marketing agencies follow parent companies in trend toward merger. Apr. p 24

Direct connections — Once the revenue mainstay of cable advertising, direct response ads have taken on a different role. Apr. p 72 (SB)

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Big bright ideas — Business marketers are getting glitzy with high-impact direct mail campaigns including "gift" items. June p 32

Failing the test — Joan Throckmorton is weary of the reasons direct marketers can't test their offers. July p 122

A video arrival — Electronic direct marketing via kiosks and credit cards shows up again. July p 122

Measure for the unmeasured — Veronis, Suhler and Associates take measure of unmeasured media. Aug. p 32 List links — A list expert offers some guidelines for buyers. Aug. p 32

B-to-B direct — Direct Marketing Association sets up task force to increase awareness of direct marketing. Aug. p 32

Direct marketing — Weathering the cost crunch — High costs haunt this

## **ADVERTISER/AGENCY/MEDIA CASE HISTORIES**

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A&W Brands Inc. — Mar. p 59

Bristol Myers — Feb. p 34 Buick Motor Corp. — Feb. p 44 (SB) Burger King — Apr. p 51

Cadillac Motor Corp. — Feb. p 44

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Ford Motor Co. (Merkur) — Jan. p 66

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NEC Home Electronics — Nov. p 35 Nintendo — Nov. p 35 Nintendo of America — Mar. p 101

Salon Selectives — Mar. p 95 Schering-Plough — Mar. p 64 Sega of America — Nov. p 35 Simplot, J.R. — Mar. p 47 Sony Corp. of America — Mar. p 102 (SB)

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medium, but demand continues to keep pace. Future cost hits, however, have direct marketers and suppliers worried.

Aug. p 104

Do it right - Stan Rapp lists the seven sins of direct marketing. Sept. p 26 High-tech direct — Dell Computers calls up direct marketing and an 800 number to pitch its high-tech hardware.

Sept. p 26

The all-media, do-it-vourself game plan - Prestone plays ball with the NFL's Home Team Program fall promotion. Nov. p 24

The gift of gab — US Sprint targets corporate decision makers with a direct mail package. Nov. p 24

More dates, fewer players - The fifth annual pull-out "Promotional Media Calender" includes two new companies (though three have been deleted) and 279 mailing/distribution dates. Nov. p 89 (SP)

Hunger: a cause for action - A special 900 number and follow-up mailings back a mammoth drive for volunteers. Dec. p 14 (DM)

A patent with a pull - New directresponse format increases response rate. Dec. p 14

# COVERNMENT REGULATION/ N THE DOCKET

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Outdoor and the inner city - Efforts to limit the number of outdoor boards have moved from the highway to the inner city. Feb. p 108

The carrot as the stick - Advertisers who fail to include minority-targeted and/or minority-owned media may be denied future tax deductions. Mar. p 128

What - exactly - is advertising? - Efforts to regulate advertising are not always talking about the same thing. And in law, the definition of terms is everything. Apr. p 122

The teletroublemakers - New legislation is aimed at cleaning up telemarketing's act, but some say the rules will penalize the good guys. May p 128 Watered-down warnings — Surgeon General Koop's recommendation on

alcohol advertising calls for voluntary efforts. Aug. p 17 (PB)

Tobacco: down but not out - Efforts to put out cigarette advertising continue, but tobacco marketers have found some comfort in a recent Supreme Court ruling. Sept. p 112

How far does a trademark reach? The value and vulnerability of a trademark are analyzed - Arthur Gray and Albert Breneisen. Sept. p 120 (LW) AT&T's "Greene" light - While most companies offering electronic publishing services don't object to competition from AT&T, they worry that the Baby Bells could adversely affect their business. Oct. p 104

Cable's storm warnings - Cable operators are looking to solve "must carry" and other problems before Congress steps in. Dec. p 156

## **LAST WORD**

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Curriculum for tomorrow - New priorities in marketing call for a fresh approach to teaching in America's business schools - Ronald Kaatz. Feb. p 112

Fifteens, thirties and the test of time - Research suggests that users of 15second commercials may be getting less than they're paying for - James S. Gould. Mar. p 136

Europe: a test market for global media — Advertisers can test their global goals with pan-European media Tom Duncan, Ph.D. Apr. p 128

Engineering a marketing success -Technical marketers too often leave their marketing plans in the hands of technicians - Leslie Hitch. May p 132 Home is where the R&D should be - The move overseas of many companies R&D activities is a serious threat to American business — Rajan Chandran. June p 128

Plotting the course — What should aspiring media buyers and planners be taught? - Jack Crowley. July p 136,

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Star power and the Black market -Celebrities are particularly effective in communicating with the Black market - Jerome Williams. Aug. p 144

How far does a trademark reach? -The value and vulnerability of a trademark are analyzed - Arthur Gray and Albert Breneisen. Sept. p 120

Scanners and the framing effect -Research advances the idea of "framing," noting that advertising works best in conjunction with actual brand usage - John Deighton Caroline Henderson, Scott Neslin. Oct. p 112

A reconsideration of the ARF Media Model — The Advertising Research Foundation is reworking its nearly 30year old "Media Model" - Stephen Phelps. Nov. p 98

The Media All-Stars - In narrowing our list of All-Star nominees, clients and co-workers weren't always kind. Dec. p 160

## **ACAZINES**

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Checking out magazines - Samir Husni found a record number of new magazines in 1988, but thinks only two out ten will last to 1992. June p 20

Reach vs. environment — A statistical report from BBDO's Doug Alligood finds some general-interest magazines have a deep reach in the Black market. Black-targeted media however, counter his findings. June

Consumer magazines - Buyer to seller: your move - Publishers are introducing their rates carefully under intense scrutiny by buyers. Aug. p 70 Comparative rate increases — Table showing percentage rate increases for major media since 1970. Aug. p 77

The quality question — Qualitative data can provide a strategic edge to magazine buys. But there's no consensus on how to use, or conduct, the research. Sept. p 53

Simple as ABC — Audit Bureau of Circulation unveils its interactive data system for magazines. Oct. p 19 (PB) The growing sisterhood — The seven women's service books, the "Seven Sisters," have found new energy and

direction, both editorially and in their marketing efforts, but circulation remains soft. Oct. p 38

The Family Circle/McCall's megabuy - It's the first joint effort of the "step-sisters" - a multi-faceted promotional package. Dec. p 17 (PB)

"As They See It" columns on magazines

John L. Gray - There you go again - A buyer offers some practical ways for publishers to put a cap on rate increases. Jan. p 78

Cherie Crane — Demystifying those discounts - Complex rate plans initiated by the newsweeklies are examined for benefits and drawbacks. Feb. p 75

Jon Marks — Geo/Demo buys: the hows and whys - A few rules to help you find your way through those geographic and demographic buys as the breakouts begin to multiply. May p 86 Kate Holmes — Traditional values — Traditional magazine-planning groups show good, old-fashioned value in this age of centralized buying. Aug. p 125 Dan Charnas - Meet Cliff Griff -An agency media pro creates a fictional seller and details his tales of woe. Sept. p 94 (ATSI)

Pamela Barnett — The ideal media kit - Some tips for preparing mediafriendly media kits. Oct. p 76, Dec. p 6 (LET)

Dan Charnas — Aileen and the salesman from Hell - In this episode, Aileen, our media department heroine, comes face-to-face with her worst nightmare — a seller that's all problem and no solution. Nov. p 58

Dan Charnas - Shmoozing and other pleasantries - Lunches and cocktail parties can be more than fun — they can be good business opportunities. Dec. p 126

Magazine ad scorecard

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Who killed Merkur? - With everything going for it - name, styling, positioning and advertising - why was the Merkur such a disaster? Jan. p 66, (LET - March p 8)

Cars by mail — Detroit is spending a lot of time and even more money on direct marketing. Videocassettes, custom magazines, even floppy disks have been enlisted in the cause. Feb. p 41 Magna Cum Laude - Introduction to the Top Marketing Successes of 1988. Mar. p 37

McTargeting - McDonald's omnipresent advertising offers classic examples of finely targeted marketing. Apr. p 28

The new old - Marketers are waking up to the fact that perceptions of today's mature/senior market are dated.

Cat Fight - Kal Kan thinks it's found the purr-fect global identity with its new Whiskas name, but rivals are scrambling to protect their turf. Apr.

Would you do it like they did it? -Industry experts (promotion and advertising) give free advice to Burger King. Apr. p 51

It will take more than polish -- New models, a new campaign, a new team and new designations for Audi's wrecked 5000 line all play roles in what Audi hopes will be a turnaround in its skidding fortunes. May p 47

Engineering a marketing success -Technical marketers too often leave their marketing plans in the hands of technicians. May p 132

Reach vs. environment - A statistical report from BBDO's Doug Alligood finds some general-interest magazines have a deep reach in the Black market. Black-targeted media, however, counter his findings. June p 42

Where are the new brands? — Line extensions rule the shelves, but new strategies may lead to truly new products. July p 20

Who are the targets? - Significant demographic and lifestyle shifts among the buying public will change the role products play in consumers' lives. July p 29

Cutler's crystal ball — Laurel Cutler, the noted market planner and futurist, offers some surprising advice. July p 32 (SB)

Diet Coke: #2 by '92? - This time, the real thing is taste as diet Coke sidesteps its "diet" roots and pitches its taste against full-sugared Pepsi. Sept.

Mazda's sporting chance — Mazda's off and running with a hot new car, Miata, and a brand new marketing mission. Oct. p 24

Zap! Takin' on Nintendo - NEC and Sega are blasting onto videogame screens with a 16-bit sophistication aimed at specific target niches. Nov.

Vodka chasers - There's an art to imitation. Just ask those involved in carving out identities for a host of new premium vodkas. Nov. p 50

"As They See It" columns on mar-

Bob Wells - An idea whose time has come (again) - Part I of a three part series examines the new relevance of strong brand identity in a price-ravaged world. May p 82

Bob Wells - Order out of chaos -Part II of an in-depth examination of branding turns the spotlight on corporate identity. June p 99

Bob Wells - A strategic weapon -Part III reviews the importance of creating a strong brand name (corporate advertising). July p 104

Bob Wells - The right voice - Answers to three basic questions can guide your corporate branding efforts. Sept. p 98

Marketing Successes of 1988 (March): GMC Sierra & Chevy C/K p 38 **MicroMagic** p 47 p 51 MCI A&W Cream Soda p 59 Maybelline p 64 Absolut Vodka p 73 p 80 Motel 6 p 91 Viacom p 95 Salon Selectives Nintendo p 101

## **MEDIA BUYING**

There you go again — A buyer offers some practical ways for publishers to put a cap on rate increases. (Gray — ATSI) Jan. p 78

VCRs — a new medium, a new message — A bit of playback and then fast forward as VCRs are factored into the television ad buy. (Sternberg — ATSI) Jan. p 82

The ten commandments of successful planning — Irreverence aside, here are one planner's ten commandments of media planning. (Gross — ATSI) Jan. p 84.

Demystifying those discounts — Those complex rate plans initiated by the newsweeklies are examined for benefits and drawbacks. (Crane — ATSI) Feb. p 75

The battle for attention — The devaluation of the target rating point has to be factored into television planning and buying. (Lawrence — ATSI) Feb. p 80

Allocating television spots by indices

— Kraft compares its brand marketing targets against network television shows' audiences, then allocates its commercials by those indices. Feb. p 104

Planning trade media: working without a net — Some of the perils of planning trade media. (Brestel — ATSI) Mar. p 111

The lightest touch — Light television viewers sit at the center of the ongoing debate between cable and broadcast. How do you best reach them? Apr. p

Cable reaches out — To meet the call for value-added buys, cable is turning to unlikely allies — the other media. Apr. p 66

A model for appraising scheduling tactics — The pros and cons of impact scheduling. It often creates a recall advantage over single placements, but not all agree. (Papazian — ATSI) Apr. p 87

What we've got for our contestants

The benefit of 10-second promotional IDs on television game shows is low-cost access to big viewing numbers. (Campanella — ATSI) Apr. p 88

The 1989 upfront buyer's guide —

This year's guide to the network television upfront market shows daypart-



by-daypart breakdown and gives estimates of where rates are headed. May p 31

Geo/Demo buys: the hows and whys
— A few simple rules to help you find
your way through those geographic and
demographic buys as the breakouts begin to multiply. (Marks — ATSI) May
p 86

PCs — The Medley software program permits planners to develop media plans on the computer screen. May p 120

Media's packaged goods — Multimedia packages offer efficiency, but they can also lead you off your marketing path. May p 122

Reach vs. environment — A statistical report from BBDO's Doug Alligood finds some general-interest magazines have a deep reach in the Black market. Black-targeted media, however, counter his findings. June p 42

You can't leave home without it — Looking to target a specialty audience such as golfers, skiers or movie buffs? Chances are, there's an outdoor option to do the job. (Flood — ATSI) July p 110

A cause for comment — Is it surprising media software is hard to use when programers don't learn the standards? July p 128

Personalizing the process — Putting faces on the numbers can make all the difference in a media plan. You should always remember the advertiser's and consumer's points of view. (Lawrence — ATSI) Aug. p 123

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The merge/purge program — With scores of programs to sort through, finding the appropriate software to assist media planners is no easy task. Oct. p 48

A shopper's guide — A guide to the major buying and planning software programs currently in the market. Oct. p 61

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Media cost forecast for 1990 — Sellers plan more aggressive rate increases next year, and some with justification. Aug. p 36

Economic forecast — Prepare to land — Wall St. experts expect a slow-down, but whether it will be a "soft landing" or a drop without a parachute depends on who you talk to. Whichever, consumer spending is softening, though ad budgets are holding on. Aug. p 41

As Saatchi sees it — Betsy Frank of Saatchi & Saatchi DFS Compton is "cautiously optimistic" about the year ahead, based on marketers' renewed faith in advertising's strategic value. Aug. p 47

Drive, they said — Autos are the engine in national broadcast's strength, but many other categories are along for the ride. Aug. p 52

Cable — Flexed for success — Better programs, better research and better marketing are leading cable sellers to

their desired goal: better rates. Aug. p 59

Radio - Mini boom for the box -The little box goes boom as radio sees its business grow by double digits. Network and spot rates will follow suit and local will be close behind. Aug. p 65 Consumer magazines - Buyer to seller: your move - Publishers are carefully introducing their rates under intense scrutiny by buyers. Aug. p 70 Comparative rate increases — Table showing percentage rate increases for major media since 1970. Aug. p 77 Business magazines — The tailored buy — The strong get stronger in share of market, and the second tier gets increasingly sophisticated in its efforts to get a piece of the action. Aug. p 79 Outdoor - Less smoke, but more fire — Outdoor was caught napping by its reliance on tobacco. That lesson has led to new creative energy, stronger marketing efforts and big gains in new categories of advertisers. Aug. p 92 Yellow pages — Numbers, please — Buyers are frustrated by the medium's

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Direct marketing — Weathering the cost crunch — High costs continue to haunt this medium, but for the mo-

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Chutes and ladders — Style, substance, politics and blind luck — all play their part in the game of career advancement within the agency media department. Here are some tips from major industry players on the lastest tactics. June p 34, Aug. p 10 (LET) Hats off for specialists? — As two more agencies scale down their b-to-b units, b-to-b specialists may go the way of the abacus in media departments.

Decoding the deal — trans-media, multi-disciplined advertising and media promotion packages offer some new exciting marketing opportunities. Sept. p 33

Inside Leo Burnett — Media buying, Chicago style, finds its epitome in Leo Burnett. Straight-laced, no-nonsense and powerfully effective, this very private agency is making a lot of news. Sept. p 42

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The merge/purge program — With scores of programs to sort through, finding the appropriate software to assist media planners is no easy task. Oct. p 48

A shopper's guide — A guide to the major buying and planning programs currently in the market. Oct. p 61

Media seers — The newest title in some media departments is "media strategist," a position created to bring the departments into their clients' futures. Nov. p 24

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The futility of tube-bashing — Print media are deluding themselves with their ongoing barbs against television. (Papazian — ATSI) Feb. p 75

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Zuckerman, Paul

Assoc. med. dir. Sr vp, dir. plng Vp/assoc. dir. str. svs

Int'l. ad sales Sr vp, grp med dir. President Exec vp Grp media dir. Sr vp, bus. dvpmt. Sr vp, media director Vp/mktg Media exec

President/chief exec Chairman/CEO Editor-in-chief Out-of-home media dir. Dir. of media Dir. mktg rsch Media dir. President

Exec. vp, mktg Sr vp Sr. vp/corp, med. dir. Vp, dir. of mktg Sr vp, publisher Vp mktg

**Tarlow Advertising Grey Advertising** Woman Elle Backer Spielvogel Bates Ventura Associates **Grey Advertising** Art & Entertainment Network Saatch & Saatchi Burger King Chiat/Day Inc. Scholastic Magazines Group FM Business Publications Inc. Horizon Media Geer DuBois Ogilvy & Mather Lord Einstein O'Neill & Partners RAB Young & Rubicam Club Med Young & Rubicam VW Porsche Audi **Times Mirror Magazines** 

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A model for appraising scheduling tactics - The pros and cons of impact scheduling. It often creates a recall advantage over single placements, but not all agree. (Papazian - ATSI) Apr. p 87

The ten commandments of successful planning - Irreverence aside, here are one planner's ten commandments of media planning. (Gross - ATSI) Jan. p 84.

The media department's "bundle of goods" - Marketing's "bundle of goods" theory is equally applicable to media planning. (Lehmkuhl - ATSI) May p 79

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Changing roles of media reps -Times are changing for television spot reps. That goes for both their selling strategies and the packages they offer. (Papazian - ATSI) Nov. p 57

What happened? - How the "consumer imperative" and the "overheating" of the '80s will affect advertising in the '90s. (Carlin - ATSI) Dec. p 117

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"As They See It" columns on news-

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The great outdoors — Winners of outdoor advertising awards find the medium making inroads into new ad categories. June p 26

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Bob Flood - Surveying the options - The number of out-of-home media are staggering. A look at the past and current opportunities. Mar. p 115

Bob Flood - Aiming for the bullseye - An analysis of out-of-home's new targeting sophistication, including a close look at point of purchase. Apr. p 94

Bob Flood - You can't leave home without it - Looking to target specialty audiences such as golfers, skiers or movie buffs? Chances are, there's an outdoor option to do the job. July p 110

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— About two-thirds of radio stations in top 50 ADIs have shifted to unit pricing (DMB&B survey). Feb. p 100 (BB), Apr. p 8 (LET)

Radio coming of age — While tv viewing is dropping, radio listening has increased significantly. May p 115 (BB)

Radio — Mini boom for the box — The little box goes boom as radio sees its business grow by double digits. Network and spot rates will follow suit and local will be close behind. Aug. p 65
The complete local radio picture — Radio Expenditure Reports will begin providing a "complete market report" to indicate all local sales instead of just national spot. Nov. p 83 (BB)

"As They See It" columns on radio

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Dennis McGuire — Radio in the 1990s, Part II — The second of a twopart look at radio in the 1990s. Nov. p 60

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Allocating television spots by indices

— Kraft compares its brand marketing targets against network television shows audiences, then allocates its commercials by those indices. Feb. p 104

The lightest touch — Light tv viewers sit at the center of the ongoing debate between cable and broadcast. How do you best reach them? Apr. p 26

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Gerald J. Ellers — Product promotion from beginning to end — A new product introduction is broken down into its components. Mar. p 114

Kit Mill — Pre-teen buying power — Pre-teens take on marketing significance as demographic trends give them even more control of family buying decisions. Apr. p 96

Donald Pom — Liking vs. remembering — Day-after recall research of high-priced Super Bowl spots supports thinking about the value of such events. June p 109

Debbie Solomon — Media research tool box — A guide to all the best sources for research information. Dec. p 122

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Freebie follow-through — New targeting techniques are helping to keep sampling costs down. Feb. p 102

PMAA's record-setting Reggies — Seagram's took the top Reggie in this year's award competition, which took a few 'vonors of its own. Apr. p 118 Premium positioning — An overview of the merchandising tactic, with examples of appropriate product/premium matches. May p 112

Sales promotion: the data dilemma
— McCann's Bob Coen claims sales
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Dollars up but cooling down — 1988 — The year in promotion (annual dollar estimates). July p 124

Cops, robbers and coupons — Tips on avoiding coupon fraud are offered from a logical source: a convicted felon. Also, some award winning efforts. Aug. p 138

Coupons keep their crown — While coupons are still king of the promotion industry, their growth has begun to grow. New distribution methods, however, will keep those coupons coming. Sept. p 110

Strategic sizzle — Special-event promotions are growing as marketers look for more "sizzle" with their marketing dollars. Oct. p 108

More dates, fewer players — The fifth annual pull-out "Promotional Media Calendar" includes two new companies (though three have been deleted) and 279 mailing/distribution dates. Nov. p 89

Tying one in — Increasingly, companies are working together to increase each others' product awareness. Dec. p 148

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Syndicators talk back — The syndicators tell what they're doing to meet the needs of advertisers. Feb. p 69

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Motown warms up to daytime — Five national advertisers commit to network daytime tv. Sept. p 105 (BB) TV's content controversy — Two polls offer different views on the question of controversial programing. Also agency readers are quizzed on their own programing attitudes and practices. Sept. p 114 (PCP)

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Donna Campanella — What we've got for our contestants — The benefit of 10-second promotional IDs on game shows is low-cost access to big viewing numbers. Apr. p 88

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Don Cole — Prime-time alternatives — Changes in television call for a change in thinking on spot buys in affiliate prime time. June p 104

Bernard Guggenheim — Games advertisers play — Despite all the negatives you've read, the Olympics can still score big in terms of viewers and

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